

Message Text

UNCLASSIFIED

PAGE 01 BAGHDA 00143 141516Z

73

ACTION NEA-09

INFO OCT-01 EUR-12 EA-10 ISO-00 EB-07 /039 W

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R 101620Z FEB 75

FM USINT BAGHDAD

TO USDOC WASHDC

INFO SECSTATE WASHDC 1635

AMEMBASSY BEIRUT

AMEMBASSY PARIS

AMEMBASSY TOKYO

UNCLAS BAGHDAD 0143

E.O. 11652: N/A

TAGS: BEXP, IZ

SUBJECT: ALUMINUM SMELTER PROJECT

REF: BAGHDAD 841

1. PLEASE PASS FOLLOWING MESSAGE TO EDWARD P. WHITE, SALES
MANAGER, TECHNOLOGY MARKETING DIVISION, ALUMINUM COMPANY OF
AMERICA, ALCOA BUILDING, PITTSBURGH, PA 15219.

2. QUOTE AS REQUESTED BY YOUR LETTER OF JANUARY TEN TO
USINT COMMERICAL OFFICER KILLOUGH HE MET FEBRUARY TEN FOR OVER
ONE HOUR WITH SENIOR MINISTRY OF INDUSTRY OFFICIALS
RESPONSIBLE FOR PROJECT TO DISCUSS ALCOA'S POSSIBLE
CONSTRUCTION ON TURNKEY BASIS OF KHOR AL ZUBAIR ALUMINUM
SMELTER. MINISTRY CONFIRMED THAT PROJECT HAS NOT RPT NOT
BEEN AWARDED FRENCH FIRM PECHINEY AS ERRONEOUSLY REPORTED
IN DECEMBER 13 ISSUE OF MIDDLE EAST ECONOMIC DIGEST.
ALSO DENIED JANUARY TENTH REUTERS REPORT THAT JAPANESE
ALUMINUM PRODUCERS HAVE REFUSED PARTICIPATE IN SMELTER.
ADDED THAT JAPANESE TEAM HAD HELD TALKS WITH MINISTRY
WITHIN PAST TEN DAYS.

3. OFFICIALS STATED THAT MINISTRY HAS HIGHEST RPT HIGHEST
REGARD FOR ALCOA'S ABILITY AND WOULD BE EXTREMELY
DISAPPOINTED IF ALCOA DOES NOT SUBMIT BID FOR THIS 340 MILLION
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DOLLAR PROJECT. INDICATED WILLINGNESS TO SHOW MAXIMUM

FLEXIBILITY MINISTRY'S BUDGETARY PROCESS PERMITS TO
ACCOMMODATE ANY REASONABLE PROPOSAL BY ALCOA INCLUDING
(A) WAIVER OF ALL OR PART OF 680 THOUSAND DOLLARS DEPOSIT
AND (B) PROVISION FOR SOME FORM OF COST-PLUS CONTRACTS.
URGED ALCOA SEND TEM ASAP TO BAGHDAD FOR FULL, FRANK
DISCUSSIONS WELL BEFORE MAY 31 BID DEADLINE.

4. LETTER FOLLOWS. UNQUOTE
LOWRIE

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NNN

Message Attributes

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Margaret P. Grafeld
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05 JUL 2006

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